

Message Text

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73

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AMEMBASSY VIENNA

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E.O. 11652:N/A

TAGS: PFOR, MASS, ETRD, AU, SZ

SUBJECT: NORTHROP'S F-5E SALES EFFORT IN SWITZERLAND
AND AUSTRIA

REF: (A) STATE 004285; (B) VIENNA 10546

1. MR. C. ROBERT GATES, NORTHROP'S VICE PRESIDENT (INTERNATIONAL), WILL ALSO BE ACCOMPANYING F-5E PRESENTATION TEAM TO SWITZERLAND (REFTEL A). ON FEBRUARY 10, GATES INFORMALLY DISCUSSED F-5E PROMOTION EFFORT WITH SWISS CHARGE EXCHAQUET, WHO CAUTIOUSLY EXPRESSED VIEW THAT AUSTRIAN ACCEPTANCE OF F-5E COULD POSSIBLY INFLUENCE SWISS DECISION FAVORABLY.

2. GATES TOLD DEPARTMENT THAT NORVAL HEATH AND HE TENTATIVELY PLAN TO VISIT AUSTRIA FOLLOWING SWISS PRESENTATIONS. WOULD AUSTRIAN ATTITUDE REPORTED IN PARA 3, REFTEL B, STILL APPLY IN EARLY FEBRUARY? IF SO, DEPARTMENT
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WILL SO ADVISE NORTHROP. RUSH

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